

**NEW HAMPSHIRE STATE LIQUOR COMMISSION**  
**JULY 12, 2006, 1:00 P.M.**  
**AGENDA**

**I. FINANCIAL & ADMINISTRATIVE REPORTS**

1. Financial Reports
  - A. Weekly, Y-T-D Sales Reports
  - B. Budget/Administrative Reports
2. IT Report
3. Human Resources Report

**II. MARKETING & SALES REPORTS**

1. Store Operations
  - A. Recommended Store Staffing, Store #32 – Nashua
  - B. Large Volume Purchase Policy
  - C. Consumption of Alcoholic Product Guidelines and Impaired or Intoxicated Store Employee Policy
2. Purchasing Report
3. Merchandising Report
  - A. SPIRITS:
    - 1) Labor Day Sale Submissions
    - 2) Test Market Products:
      - a. Test Market Request (Johnny Love Passion Fruit Vodka)
      - b. Test Market Request (Cockspur Rum)
      - c. Test Market Request (Shango Rum Liqueur)
      - d. Test Market Result (Codes #3582 and #3175)
    - 3) Line Extension Request (Pinnacle Vodka, 750ML)
    - 4) Product Promotion (Reyka Vodka)
    - 5) September Special Offers:
      - a. 3 items – Pine State Trading Company
      - b. 52 items – Executive Wine & Spirits
      - c. 22 items – Martignetti Companies of N.H.
      - d. 2 electronic items – Charles Zoulias
      - e. 92 electronic items – Horizon Beverage Company
      - f. 117 electronic items – Southern Wine & Spirits of N.E.
    - 6) Tabled Item: Electronic Submission of Supplier/Broker Offers  
(tabled from 6/21/06)
  - B. WINES:
    - 1) Top 1200 Gross Profit Requirements of Wine Ending 6/30/06
    - 2) Top 1200 Wines Ending 6/30/06
    - 3) Wines with Second Sizes

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- 4) Special Offers:
  - a. Labor Day Sale – Executive Wine & Spirits
  - b. August Special Offers – M.S. Walker
- 5) Test Market Request for Palm Bay Imports Wines
- 6) Purchase & Display Masi Masianco Pinot Grigio
- 7) Store Tastings:
  - a. CCPC at Store #76 Hampton
  - b. Change of date for Codorniu
- 8) M.S. Walker Sweepstakes 2006
- 9) Close Outs
- 10) Recommended Allocated Wines for Distribution to Selected Stores (10 items)
- 11) Recommended Allocated Wines (Absolutes) for Distribution to Selected Stores (3 items)
- 12) “R” Wines for Allocation to Licensees Selected by the Broker (3 items)
- 13) Primary Source Submissions (15 primary source; 23 exclusive agent 15 imported)

**III. ENFORCEMENT & LICENSING REPORTS**

**IV. CHAIRMAN’S REPORT & LATE ITEMS**

1. Bailment Requests
2. Coupon Approvals
3. Late Items/Other:
  - a. Commissioner Russell – R.I.S.E. for Baby & Family

**V. EXECUTIVE SESSION**

1. Personnel
2. Store Locations

/D. Hartford